



Battery Energy Storage Systems

A portfolio of integrated solutions to save energy and boost your company business.



Adding Battery Energy Storage to Your Toolkit

With technology costs falling, and a growing **need for flexibility and resilience** to face the increasing market volatility and accommodate the fast penetration of renewable resources, **Energy Storage** represents a unique opportunity for Commercial and Industrial (C&I) energy customers.

Battery Energy Storage System (BESS) is becoming a key technology to support the energy transition. Therefore, choosing the right **System Integrator** able to seamlessly combine Artificial Intelligence with reliable hardware solutions is a long-term investment for your business.



Who we are

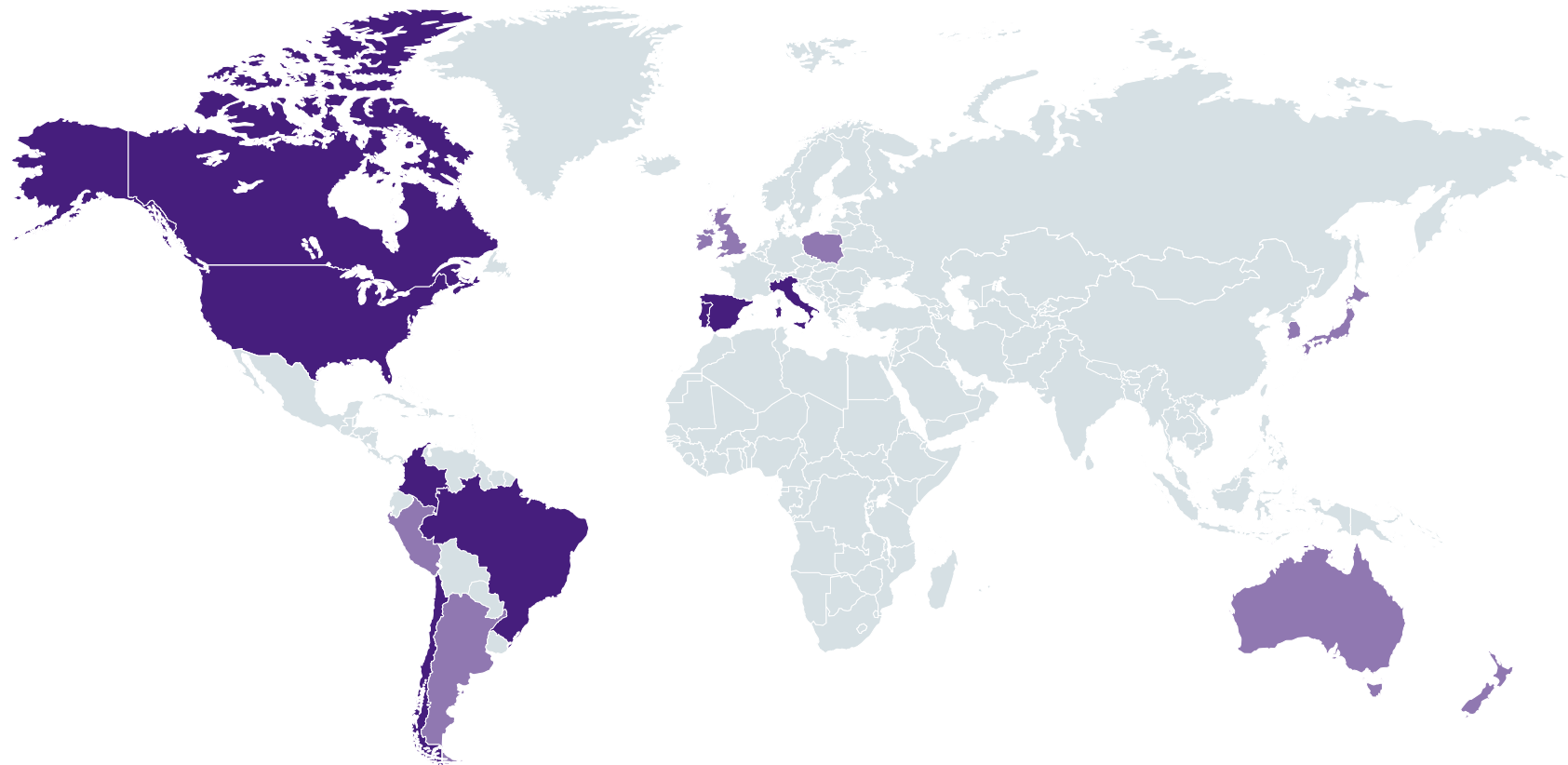
Enel X Global Retail is the Enel Group's global business line operating in the field of energy supply and energy management services, with a portfolio of products and value-added services to incentivize more independent and sustainable energy use. World leader in the development of innovative solutions dedicated to accompanying residential consumers, businesses and municipalities throughout the energy transition, Enel X Global Retail offers an ecosystem of modular and integrated products and services, built around customer needs, promoting the electrification of uses and digitalization.

MAIN COUNTRIES

Canada	Chile
USA	Italy
Colombia	Spain
Brazil	Portugal

OTHER COUNTRIES

Argentina	Sud Corea
Perù	Australia
Ireland	New Zealand
Poland	United Kingdom
Japan	



What we offer

Enel X Global Retail offers companies a 360° approach as a one-stop-shop partner, providing a full suite of flexible and tailor-made solutions which addresses the unique needs and requirements of business customers, maximizing their energy assets and supporting their competitiveness in the context of their local energy markets and regulations.

Thanks to its portfolio of dedicated solutions, Enel X Global Retail helps customers to manage the energy trilemma, supporting companies to meet their needs of sustainability, security and affordability. Our solutions for small, medium and large companies include a variety of solutions and value-added services that allow our partners to maximise their benefits, reducing costs and emissions.

**Demand
Response**

9.3_{GW}
Offered

**Distributed Energy
generation assets**

370_{MW}
Installed

**Battery Energy Storage
installed capacity**

98_{MW}
BTM

Our solutions for your needs



- Enel X Advisory Services
- Power Purchase Agreements
- Distributed Energy and Infrastructure
- Battery Energy Storage Solutions
- Flexibility and Demand Response

The benefits of Enel X Global Retail BESS for C&I customers

Enel X Global Retail's Storage portfolio includes three solutions which enable C&I businesses to lower their electricity bills, improve their sustainability across the supply chain, and access backup power to avoid disruptions to daily operations:

Standalone Storage

An independent Battery Energy Storage System (BESS) which allows users to store electricity during hours when it is cheaper, and then dispatch it later when prices are higher. Standalone Storage enables C&I businesses to capitalize on energy price volatility, prevent power outage and contribute to balancing the grid, thus enabling a higher penetration of renewables.

Solar-plus-Storage

Pairing a solar photovoltaic system (PV) with a BESS allows C&I customers to extract added value from their on-site asset, and access new revenue streams. The battery, indeed, stores the self-generated energy by the PV for later use providing resiliency and backup power. Consequently, businesses can benefit from energy cost reduction, reach the highest sustainability value and maximize the on-site utilization of self-generated green electricity.

Microgrid

Small-scale Distributed Energy Systems – usually composed of PV, Storage and a genset – allow the customer to self-produce energy on-site while being connected to the utility grid. It offers the highest degree of resiliency by ensuring power supply for the duration of an outage.

Whether as a standalone battery or paired with other distributed energy resources, adding a BESS to your toolkit can bring new revenue streams. By enrolling these systems into **market programs** (e.g. Demand Response and Ancillary Services), Enel X Global Retail allows its customers to generate **extra revenues** with no disruption to their core business operations, while improving their corporate and social responsibility.



The Brain behind the Operations

Enel X Global Retail in-house Distributed Energy Resources Optimization Software (DER.OS) is designed to extract the highest value from the Battery Energy Storage System.

Through its **artificial intelligence and machine learning algorithms**, Enel X Global Retail DER.OS learns the facility's operational behaviour and analyses it alongside external data, such as weather forecasts, energy market prices, tariffs, demand charges, and available incentive programs. Then, based on an optimization algorithm, the software uses the BESS to optimize the facility's load and so **create the most value for the customer**.

Enel X Global Retail holds a leading position among the **global system integrators for energy storage solutions** as recognized by **Guidehouse Insights** –given its customer-centric approach and platform-driven infrastructure projects.

Source:
Guidehouse Insights Leaderboard – Commercial and Industrial Energy Storage Systems Integrators, May 2020

The uniqueness of Enel X Global Retail's in-house software, which can optimize both **Behind-the-Meter** and **Front-of-the-Meter** projects, lies in its ability to:

- 1** create a Virtual Power Plant (VPP) via the aggregation of on-site assets;
- 2** provide reports specifying bill savings "before" and "after" installing a BESS;
- 3** monitor real-time system performance;
- 4** re-calculate optimal performance every 15 minutes;
- 5** connect 24/7 with the Network Operations Center (NOC) Control Room

Financing Options

Enel X Global Retail allows customers to invest in BESS Projects under various financing options:



Direct Sale

Following a one-time payment, the client purchases and receives full ownership of the asset, benefiting from 100% of the savings and revenues generated by the system. Enel X Global Retail installs the hardware with DER.OS and provides ongoing management and monitoring services.



Benefit Share

Enel X Global Retail finances the storage system at the customer site. The customer then shares the ongoing energy savings and revenues generated from the storage system with Enel X Global Retail based on a predetermined split.



Lease

Enel X Global Retail finances and owns the storage system at the customer site in exchange for a leasing fee paid by the customer. The customer benefits from 100% of the economic returns generated by the asset.



Site Lease

Customers with unused land in areas with high electricity prices can lease their land to Enel X Global Retail in exchange for a monthly lease fee. Enel X Global Retail has the rights to install a battery at the customer's site and retains 100% of the benefits.



PPA & hPPA

Enel X Global Retail finances Solar-plus-Storage projects, where customers pay Enel X Global Retail a flat rate in €/kWh based on energy produced from the PV system (PPA) and can opt to also share the revenues generated by the battery (i.e. Demand Charge Management and Demand Response services) with Enel X Global Retail under a hybrid PPA.

enel x

corporate.enelx.com
gam@enel.com

